

M e m o r a n d u m

To: Panel Members Date: September 22, 2006

From: Dolores Kendrick, Manager Agr. No.: ET07-0157

Analyst: M. Reeves

Subject: SMALL BUSINESS AGREEMENT WITH 100 OR FEWER EMPLOYEES

CONTRACTOR:

- Contractor's Legal Name: Beacon Management, Inc.
- Type of Industry: Services
- Nature of Business: Electronic Recycling and Asset Management
- Contractor's Number of Full-Time Employees: 22
 - Number to be trained: 9
- Turnover Rate: 13%
- Repeat Contractor: No

CONTRACT:

- Training Project Profile: Retraining: Companies W/Out-Of-State Competition
- ETP Funding Amount: \$8,712
- Employer Contribution: \$15,000
- Average Cost per Trainee: \$968
- Range Of Hourly Wages At Retention: \$12.90 to \$50.00
- Health Benefits: N/A
- Occupations to be Trained: Administration Staff, Marketing Staff, Warehouse Staff, Manager
- Training Menu: Continuous Improvement
- Range of Hours: 8 - 60

- County(ies) Served: Los Angeles
- Union Representation: No
- Subcontractors: Change Management Consulting, Inc., San Diego, CA will provide a portion of the class/lab training for an amount to be determined. Additional training vendors to be determined.